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RUEHFR/AMEMBASSY PARIS PRIORITY 6292
RUEHFK/AMCONSUL FUKUOKA PRIORITY 0416
RUEHNH/AMCONSUL NAHA PRIORITY 2769
RUEHOK/AMCONSUL OSAKA KOBE PRIORITY 4162
RUEHKSO/AMCONSUL SAPPORO PRIORITY 0989
RUEHBS/USEU BRUSSELS PRIORITY
RULSDMK/DEPT OF TRANSPORTATION WASHINGTON DC PRIORITY
RUCPDOC/DEPT OF COMMERCE WASHINGTON DC PRIORITY

UNCLAS TOKYO 002887

SENSITIVE
SIPDIS

FOR EAP/J AND EEB/CBA
STATE PASS USTR FOR AUSTR WENDY CUTLER AND MICHAEL BEEMAN
DOT FOR GRETCH
USDOC FOR 3132/USFCS/ADESSARRAN AND ADVOCACY CENTER/LARRY
NAVIN

E.O. 12958: N/A
TAGS: EAIR ETRD ECON PREL JP
SUBJECT: GOJ OFFICIALS AGREE CIVIL AIRCRAFT SALES MUST BE
MADE ON A COMMERCIAL BASIS

REF: TOKYO 2056

SENSITIVE BUT UNCLASSIFIED. CONTAINS PROPRIETARY INFORMATION.

¶1. (SBU) Senior MOFA and METI officials said the GOJ agrees ANA should decide between the Airbus A-380 and Boeing's 747-8 on the basis of commercial considerations. METI and MOFA officials confirmed Airbus and the French government has been weighing in to support Airbus in the potential RFP. EMIN raised concerns about the EU's advocacy efforts during Assistant U.S. Trade Representative Wendy Cutler's October 13-14 meetings with MOFA Director General for Economic Affairs Yoichi Otabe and METI Director General for Trade Policy Hideichi Okada. Okada noted recent media reports that claim ANA will purchase the Airbus A-380 are inaccurate and stated ANA's decision should remain a private one. Otabe said he had earlier agreed to convey the French government's request on Airbus' behalf to the Prime Minister's Office, but had also told them the GOJ is unable to provide any further assistance.

¶2. (SBU) Boeing Japan President Nicole Piasecki told EMIN October 15 MOFA officials had telephoned her a few weeks ago to complain the EU was "ratcheting up the pressure" and making "threats" that ANA must buy A-380 aircraft. She said Boeing had raised the assertion of EU pressure with ANA, but airline executives said the company is not under pressure from the EU to purchase Airbus planes; She added ANA was unlikely to say otherwise for commercial reasons. Piasecki conceded Boeing might not be able to win the ANA deal on price, but is working on its media message to highlight the energy savings, environmental aspects, and other pluses for the 747-8. ANA is expected to make a decision the third week of November.

SCHIEFFER